



Invoice No.: IND-1016-0008

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 6/20/2017
Order Number 0017544779
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2016 - 9/30/2017
Contract Amount: \$2,250,000.00
Contract Number: 17466
Date of Services: 5/1/2017 -5/31/2017
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$196,254.76
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



STANDARDS FOR
EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy & Support Services Program

October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Apr 2017	Actual Cost May-17	Actual Expenses YTD-May 2017	Remaining Cost June 2017 to Sep-2017
Administrative	Salary	President & CEO	\$55,000.00	18,364.18	3,289.91	21,654.09	\$33,345.91
Administrative	Salary	VP of Administration	\$20,000.00	11,594.65	1,937.13	13,531.78	\$6,468.22
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	4,720.46	\$645.90	5,366.36	\$633.64
Administrative	Salary	Junior Accountant	\$0.00	-	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	543.63	\$166.52	710.15	\$1,289.85
Services	Salary	VP of Operations	\$40,000.00	10,729.38	\$1,677.71	12,407.09	\$27,592.91
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	2,880.05	\$452.32	3,332.37	\$6,667.63
Services	Salary	Services Assistance	\$7,500.00	2,004.62	\$757.73	2,762.35	\$4,737.65
Services	Salary	Billing Coordinator	\$5,000.00	1,006.20	\$511.32	1,517.52	\$3,482.48
Services	Salary	Service Provider Approval	\$2,000.00	56.16	-	56.16	\$1,943.84
Services	Salary	Service Provider Monitoring	\$3,000.00	58.35	4.78	63.13	\$2,936.87
Services	Salary	Hotline Counselor	\$2,000.00	741.85	\$107.70	849.55	\$1,150.45
		Subtotal	\$192,500.00	\$52,699.53	\$9,551.02	\$62,250.55	\$130,249.45
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	2,088.83	\$415.20	2,504.03	\$2,495.97
Services	Fringe	Payroll Taxes	\$9,000.00	1,008.32	\$229.16	1,237.48	\$7,762.52
Administrative	Fringe	Workers' Comp	\$500.00	138.07	\$26.76	164.83	\$335.17
Services	Fringe	Workers' Comp	\$500.00	112.96	\$21.90	134.86	\$365.14
Administrative	Fringe	Pension	\$2,500.00	938.49	\$163.82	1,102.31	\$1,397.69
Services	Fringe	Pension	\$2,000.00	417.49	\$66.33	483.82	\$1,516.18
Administrative	Fringe	Employee Group Ins	\$14,000.00	5,545.41	\$1,115.26	6,660.67	\$7,339.33
Services	Fringe	Employee Group Ins	\$10,000.00	2,228.98	\$460.31	2,689.29	\$7,310.71
		Subtotal	\$43,500.00	\$12,478.55	\$2,498.74	\$14,977.29	\$28,522.71
Administrative	Travel	Travel/Lodging	\$500.00	20.53	-	20.53	\$479.47
Services	Travel	Travel	\$10,000.00	1,067.83	\$148.67	1,216.50	\$8,783.50
		Subtotal	\$10,500.00	\$1,088.36	\$148.67	\$1,237.03	\$9,262.97
Administrative	Supplies	Office Expense	\$31,000.00	1,940.99	\$291.62	2,232.61	\$28,767.39
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	-	-	-	\$15,000.00
Services	Supplies	Client Education Materials	\$20,000.00	4,513.93	\$2,029.52	6,543.45	\$13,456.55
Services	Supplies	Pregnancy Test Kits	\$5,000.00	2,964.80	\$632.20	3,597.00	\$1,403.00
		Subtotal	\$71,000.00	\$9,419.72	\$2,953.34	\$12,373.06	\$58,626.94
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	1,035.77	\$153.92	1,189.69	\$8,810.31
Administrative	Contracts	Auditing	\$4,000.00	1,736.63	\$336.56	2,073.19	\$1,926.81
Administrative	Contracts	Copier Service Contracts	\$750.00	364.01	\$45.27	409.28	\$340.72
Services	Contracts	Client Service Providers	\$1,809,500.00	1,086,746.35	\$177,442.19	1,264,188.54	\$545,311.46
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$0.00	-	-	-	\$0.00
Services	Contracts	Services Database Consulting	\$15,000.00	2,996.25	\$1,253.75	4,250.00	\$10,750.00
		Subtotal	\$1,846,250.00	\$1,092,879.01	\$179,231.69	\$1,272,110.70	\$574,139.30
Administrative	Other	Professional Development	\$2,000.00	816.85	\$5.19	822.04	\$1,177.96
Administrative	Other	Job advertising	\$500.00	290.79	-	290.79	\$209.21
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	1,061.44	\$475.59	1,537.03	\$8,462.97
Administrative	Other	Rent	\$40,000.00	5,310.00	\$1,021.19	6,331.19	\$33,668.81
Administrative	Other	Telephone Service	\$3,500.00	1,068.01	\$115.32	1,183.33	\$2,316.67
Administrative	Other	General Business Liability Ins	\$1,000.00	247.16	\$47.90	295.06	\$704.94
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	616.99	\$119.57	736.56	\$763.44
Services	Other	Toll Free Referral System	\$2,500.00	444.84	\$86.54	531.38	\$1,968.62
Services	Other	Contract Clostout Cost	\$25,000.00	-	-	-	\$25,000.00
		Subtotal	\$86,250.00	\$9,856.08	\$1,871.30	\$11,727.38	\$74,522.62
Administrative			\$225,000.00	58,442.89	\$10,372.63	68,815.52	\$156,184.48
Services			\$2,025,000.00	\$1,119,978.36	\$185,882.13	\$1,305,860.49	\$719,139.51
		Total	\$2,250,000.00	\$1,178,421.25	\$196,254.76	\$1,374,676.01	\$875,323.99

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Apr 2017	May-17	YTD-May 2017	June 2017 to Sep-2017
President & CEO	\$55,000.00	\$ 18,364.18	\$ 3,289.91	\$ 21,654.09	\$33,345.91
VP of Administration	\$20,000.00	\$ 11,594.65	\$ 1,937.13	\$ 13,531.78	\$6,468.22
Assistant Director of Finance	\$0.00	\$ -		\$ -	\$0.00
Senior Accountant	\$6,000.00	\$ 4,720.46	\$645.90	\$ 5,366.36	\$633.64
Junior Accountant	\$0.00	\$ -		\$ -	\$0.00
Bookkeeper	\$2,000.00	\$ 543.63	\$166.52	\$ 710.15	\$1,289.85
Professional Development	\$2,000.00	\$ 816.85	\$5.19	\$ 822.04	\$1,177.96
Payroll Taxes	\$5,000.00	\$ 2,088.83	\$415.20	\$ 2,504.03	\$2,495.97
Workers Compensation Insurance	\$500.00	\$ 138.07	\$26.76	\$ 164.83	\$335.17
Pension	\$2,500.00	\$ 938.49	\$163.82	\$ 1,102.31	\$1,397.69
Employee Group Insurance	\$14,000.00	\$ 5,545.41	\$1,115.26	\$ 6,660.67	\$7,339.33
Job Advertising	\$500.00	\$ 290.79	\$ -	\$ 290.79	\$209.21
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
Total Personnel	\$ 107,750.00	\$ 45,041.36	\$ 7,765.69	\$ 52,807.05	\$ 54,942.95
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 1,035.77	\$153.92	\$ 1,189.69	\$8,810.31
Postage/Shipping	\$10,000.00	\$ 1,061.44	\$475.59	\$ 1,537.03	\$8,462.97
Auditing	\$4,000.00	\$ 1,736.63	\$336.56	\$ 2,073.19	\$1,926.81
Travel/Lodging	\$500.00	\$ 20.53	\$ -	\$ 20.53	\$479.47
Rent	\$40,000.00	\$ 5,310.00	\$1,021.19	\$ 6,331.19	\$33,668.81
Telephone Service	\$3,500.00	\$ 1,068.01	\$115.32	\$ 1,183.33	\$2,316.67
General Business Liability Insurance	\$1,000.00	\$ 247.16	\$47.90	\$ 295.06	\$704.94
Insurance-Directors & Officers	\$1,500.00	\$ 616.99	\$119.57	\$ 736.56	\$763.44
Office Expense	\$31,000.00	\$ 1,940.99	\$291.62	\$ 2,232.61	\$28,767.39
Computer Resources	\$15,000.00	\$ -	\$ -	\$ -	\$15,000.00
		\$ -		\$ -	
Total Operating	\$ 116,500.00	\$ 13,037.52	\$ 2,561.67	\$ 15,599.19	\$ 100,900.81
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$750.00	\$ 364.01	\$ 45.27	\$ 409.28	\$340.72
Total Administrative Expenses	\$ 225,000.00	\$ 58,442.89	\$ 10,372.63	\$ 68,815.52	\$ 156,184.48

**Actual Services Expenses
Indiana: Fiscal Year 2016-17**

Cost Category	Budgeted Dollars	Actual Expenses YTD-Apr 2017	Actual Expenses May-17	Actual Expenses YTD-May 2017	Remaining Cost June 2017 to Sep-2017
Personnel					
Vice President of Operations	\$40,000.00	\$ 10,729.38	\$1,677.71	\$ 12,407.09	\$27,592.91
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 2,880.05	\$452.32	\$ 3,332.37	\$6,667.63
Billing Coordinator	\$5,000.00	\$ 1,006.20	\$511.32	\$ 1,517.52	\$3,482.48
Services Assistance	\$7,500.00	\$ 2,004.62	\$757.73	\$ 2,762.35	\$4,737.65
Service Provider Approval	\$2,000.00	\$ 56.16	\$0.00	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 58.35	\$ 4.78	\$ 63.13	\$2,936.87
Hotline Counselor	\$2,000.00	\$ 741.85	\$107.70	\$ 849.55	\$1,150.45
Payroll Taxes	\$9,000.00	\$ 1,008.32	\$229.16	\$ 1,237.48	\$7,762.52
Workers Compensation Insurance	\$500.00	\$ 112.96	\$21.90	\$ 134.86	\$365.14
Pension	\$2,000.00	\$ 417.49	\$66.33	\$ 483.82	\$1,516.18
Employee Group Insurance	\$10,000.00	\$ 2,228.98	\$460.31	\$ 2,689.29	\$7,310.71
Total Personnel	\$ 131,000.00	\$ 21,244.36	\$ 4,289.26	\$ 25,533.62	\$ 105,466.38
Operating	Budgeted Dollars				
Client Education Materials	\$20,000.00	\$ 4,513.93	\$2,029.52	\$ 6,543.45	\$13,456.55
Services Advertising	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$ -	\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ 1,067.83	\$ 148.67	\$ 1,216.50	\$8,783.50
Srvcs Database Consulting & Dev	\$15,000.00	\$ 2,996.25	\$1,253.75	\$ 4,250.00	\$10,750.00
Client Service Providers	\$1,809,500.00	\$ 1,086,746.35	\$177,442.19	\$ 1,264,188.54	\$545,311.46
Toll-free Referral System	\$2,500.00	\$ 444.84	\$86.54	\$ 531.38	\$1,968.62
Contract Closeout Cost	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 1,889,000.00	\$ 1,095,769.20	\$ 180,960.67	\$ 1,276,729.87	\$ 612,270.13
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$5,000.00	\$ 2,964.80	\$632.20	\$ 3,597.00	\$1,403.00
Total Services Expenses	\$ 2,025,000.00	\$ 1,119,978.36	\$ 185,882.13	\$ 1,305,860.49	\$ 719,139.51